



IBM

00M-232

*IBM Solutions for Smart Business Sales(R) Mastery
Test v1*

Answer: D

QUESTION: 21

Authorized IBM Business Partners may secure special pricing for IBM Solutions for Smart Business by _____.

- A. having an IBM resource enter an authorized special bid
- B. including Hardware and other PPA Software in the deal and getting better bottom-line pricing
- C. there is no special pricing for IBM Solutions for Smart Business as these solutions have been priced effectively for Mid Market
- D. negotiating a special price with their VAD based upon volume

Answer: B

QUESTION: 22

What are the program requirements for Solutions for Smart Business that allows a partner to earn extra incentives?

- A. Get 2 Technical Certifications or pass at least 2 Technical Sales Mastery tests in the appropriate brand group and get at least one Sales Mastery or Sales certification in the brand group
- B. Provide at least 2 references from customers that you have sold virtual desktop infrastructure solutions
- C. Sell the solution as part of a bundled offering with a qualified IBM System X server.
- D. A or C

Answer: D

QUESTION: 23

The IBM Foundation for Smart Business is complimented by which industry leading backup technology?

- A. Acronis
- B. TSM - IBM Tivoli Storage Manager
- C. IdB - Intelligent Disk backup
- D. Time Machine

Answer: B

QUESTION: 24

Is it true or false that Linux and middleware administration skills are a must to administer IBM Smart Business solutions?

- A. True. Linux requires many command line scripts for administration.
- B. False. IBM Smart Business solutions support automated installation for ease of deployment.
- C. False. Various batch files are created to allow easier Linux administration.
- D. True. There is no sure way to allow Linux administration without deep Linux skills.

Answer: B

QUESTION: 25

The Foundation for Smart Business adds a wrapper around proven applications, which provides which of the following capabilities?

- A. Backup / Recovery
- B. Autonomics
- C. Instant Messaging
- D. A and B

Answer: D

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